



PUNJAB CHEMICALS

AND CROP PROTECTION LTD.

CIN NO. L24231PB1975PLC047063

Regd. Office & Works

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Date: 24th November, 2020

By E-filing

The Manager
Department of Corporate Services
Bombay Stock Exchange Limited
1st Floor, New Trading Wing,
P.J Towers,
Dalal Street Fort
MUMBAI-400 001
Scrip Code: 506618
Tel No.: 022-22728073

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East)
MUMBAI-400 051

Scrip Symbol: PUNJABCHEM
Tel No.: 022-26598235/26598458

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to enclose herewith the Investor Presentation of the Company for the six months period ended 30th September, 2020, presented in November, 2020.

Kindly take the same on the record and inform all your constituents accordingly.

Thanking you,
Yours faithfully
For **PUNJAB CHEMICALS AND
CROP PROTECTION LIMITED**

(CS RISHU CHATLEY)
ASISTANT COMPANY SECRETARY



Punjab Chemicals

ANALYST DAY PRESENTATION -NOV 2020

Our vision and mission

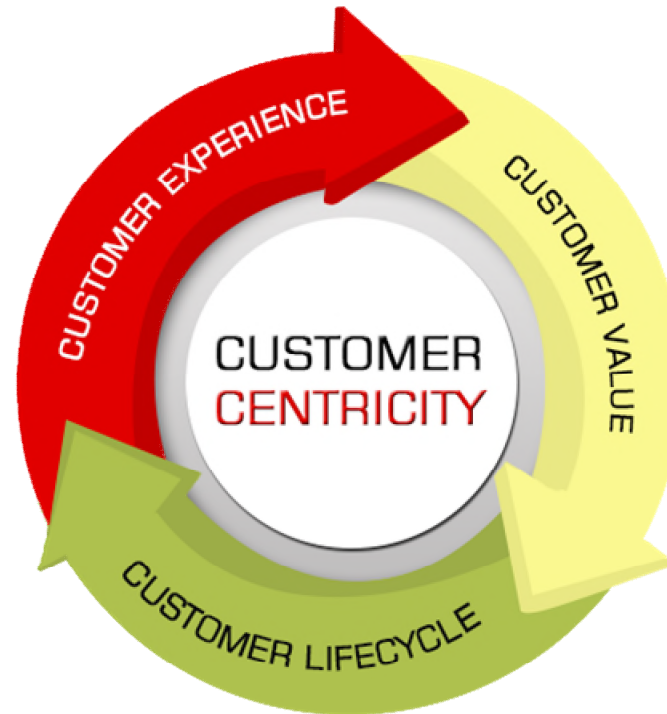


Innovate and manufacture best in class products for global markets, create value for customers and shareholders.

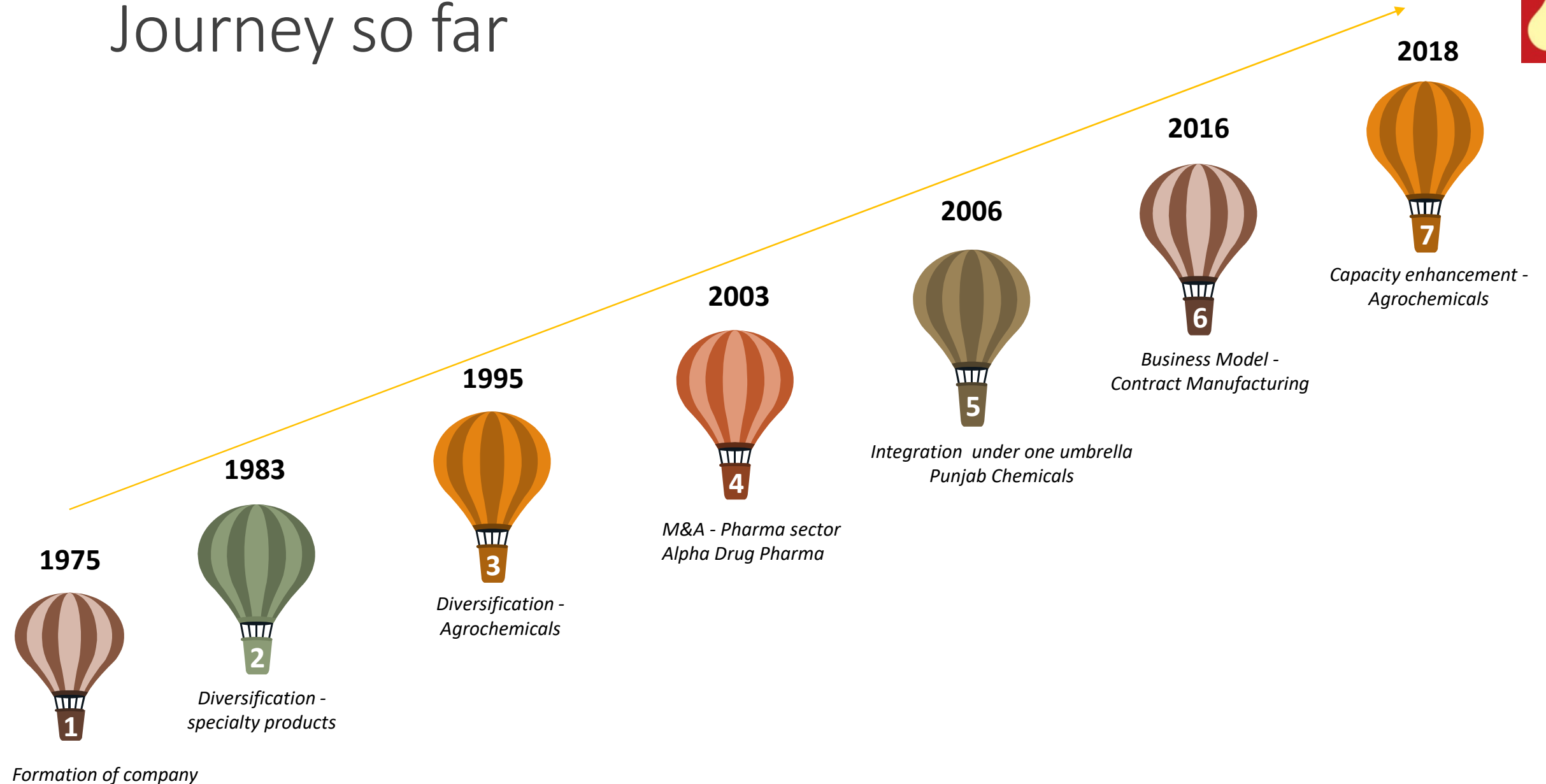


Make every product more sustainable and cost effective across the value chain.

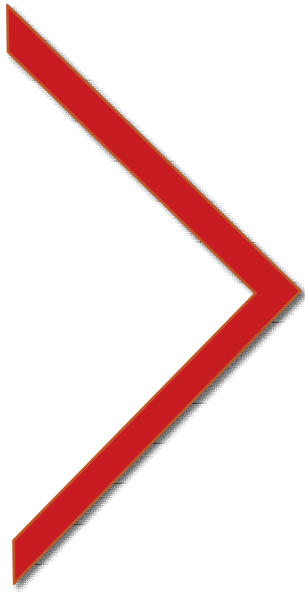
Our values - key ingredients to our success



Journey so far



Punjab Chemicals at a glance



**Largest
producer of
oxalic acid and
its derivatives**



**In house R&D
for process
improvements**

5

**CRAMS
Global
Partners**

8

**Overall Offices
3 Plants
4 marketing offices**



**563 Cr
FY20 Revenue**



**56 Cr
FY20 EBITDA**

2009 -2016 Issues Identified



Issues

Non profitable overseas sub

Loss of Sales due to massive Fire in 2009

Ballooning effect of Overhead and Loans

Solution

Sale of Non profitable overseas sub

Aggressively pursued Insurance Claims settlements

Pumped in promoter group / external money to revive the business

Restructured the Bank Loans using CDR mechanism

OTS with all the Banks

Ventured in to new business model – CRAMS with Kureha followed by other customers

Adopted Cost Plus model

Our offerings - CRAMS



**R & D
Services**

**Contract
Manufacturing**

**Pilot Plant
Services**

Custom Synthesis



To be a Strategic Partner for the Global AgChem Companies

PARTNER

Who

- Global AgChem Leaders and mid size companies

How

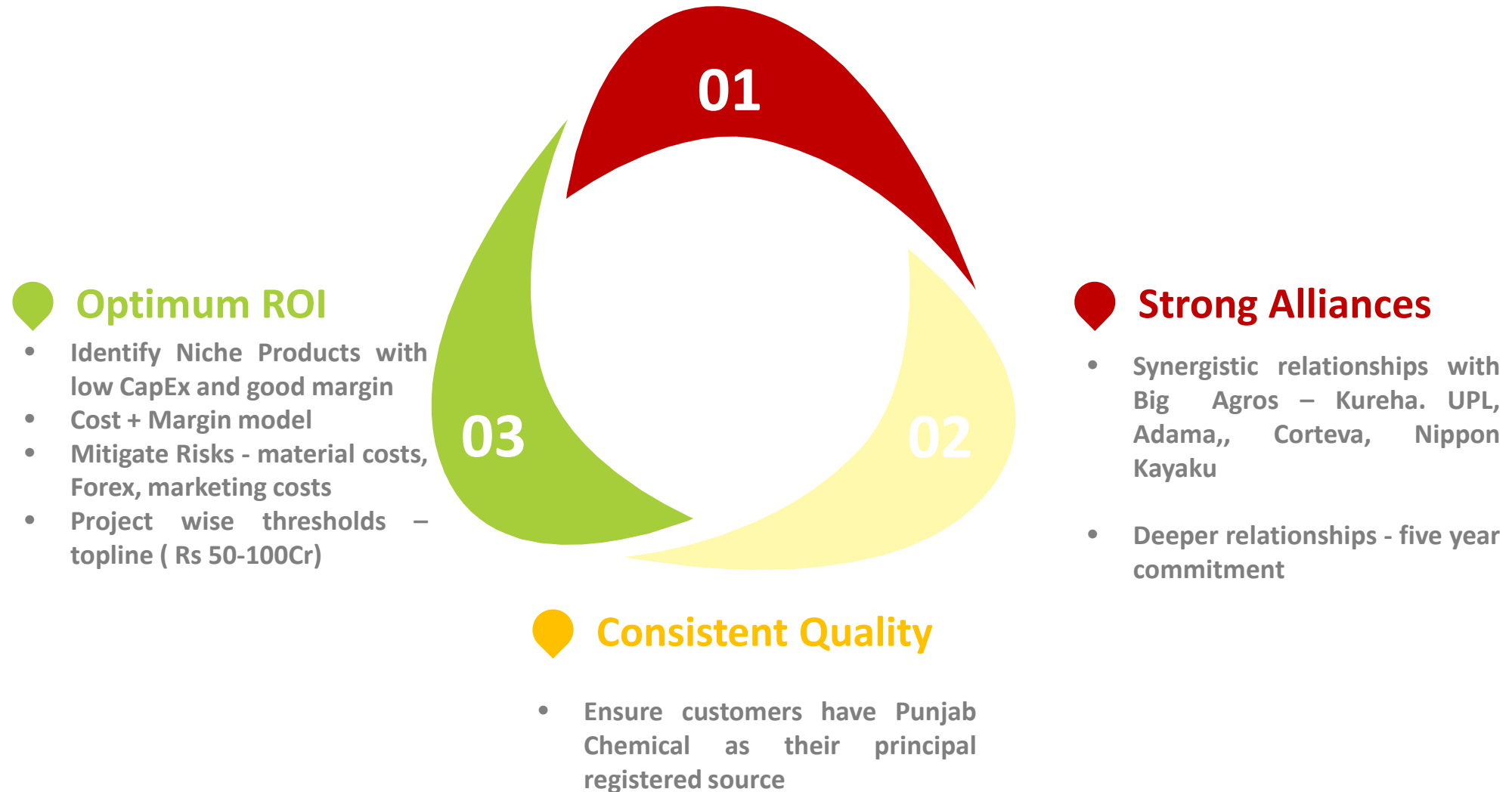
- Offering attractive and cost effective solution
- Long term engagement
- Transparent discussions
- Quick Implementation of Project

PCCPL RESPONSE

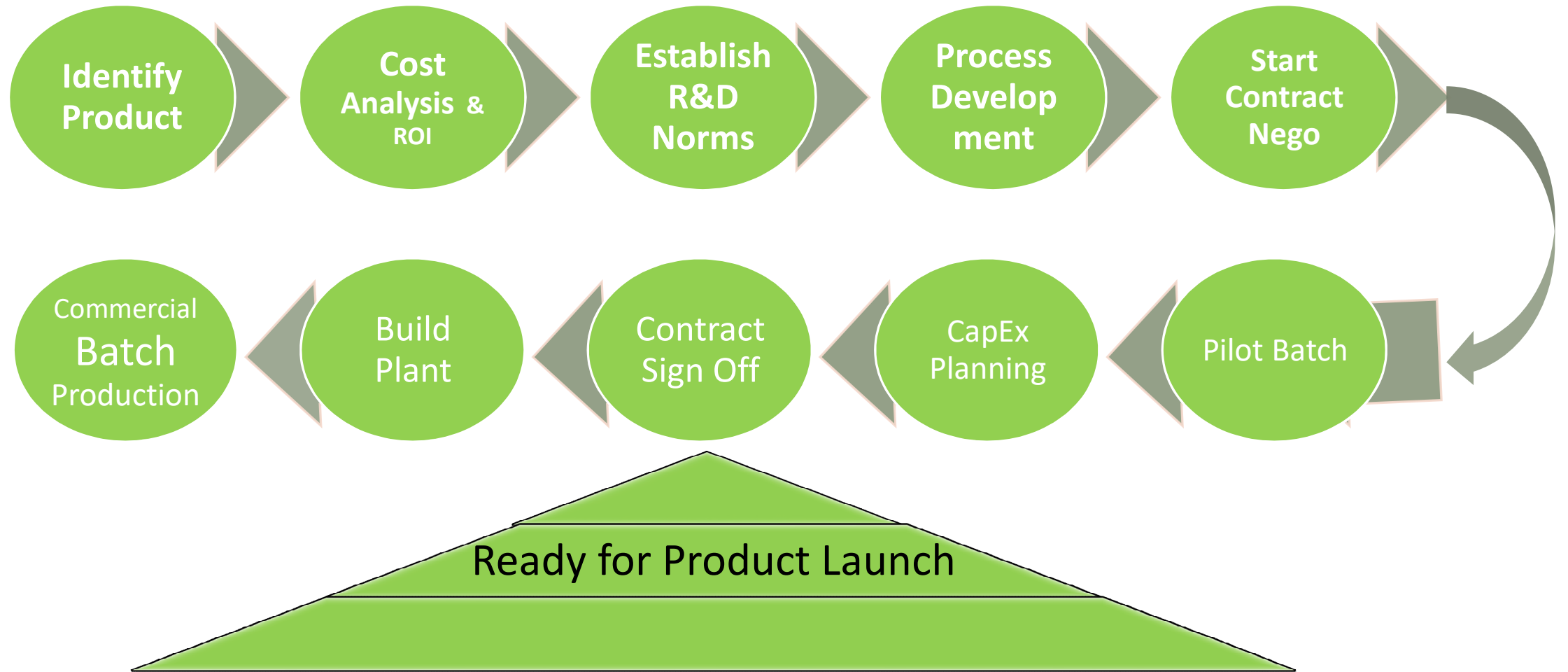
- B2B – (Active Molecules and Intermediates) which are non-conflict / non threatening segments
- Dedicated R&D Team for product development
- Process Improvement and optimization of Cost
- Quick Management Approval for the Capex based on ROI
- Eliminate Waste and proper handling of disposables
- Improve finished product specifications and reduce impurity profiles
- Expertise in Scaling up from R&D – Pilot – Commercial Production
- Focus on Safety
- Exclusive contracts

Identify Niche
Products with 50 -
100 Cr Topline

Pillars of our Business model



Process Time Line

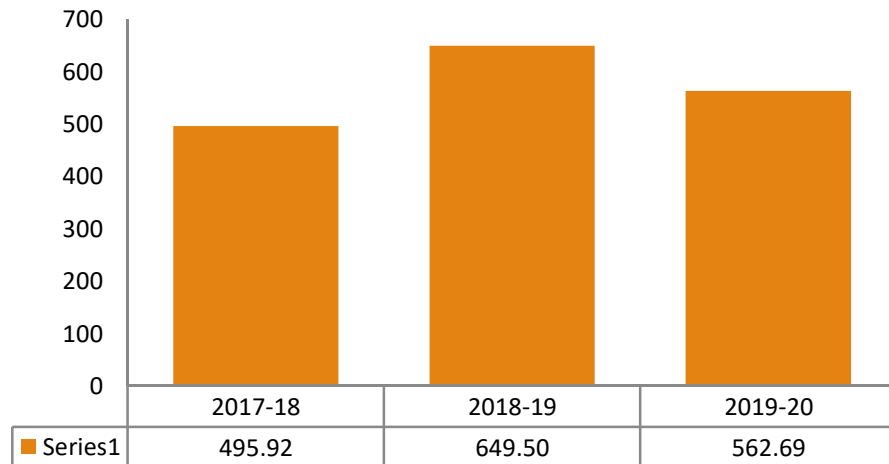


Financial highlights - Consolidated

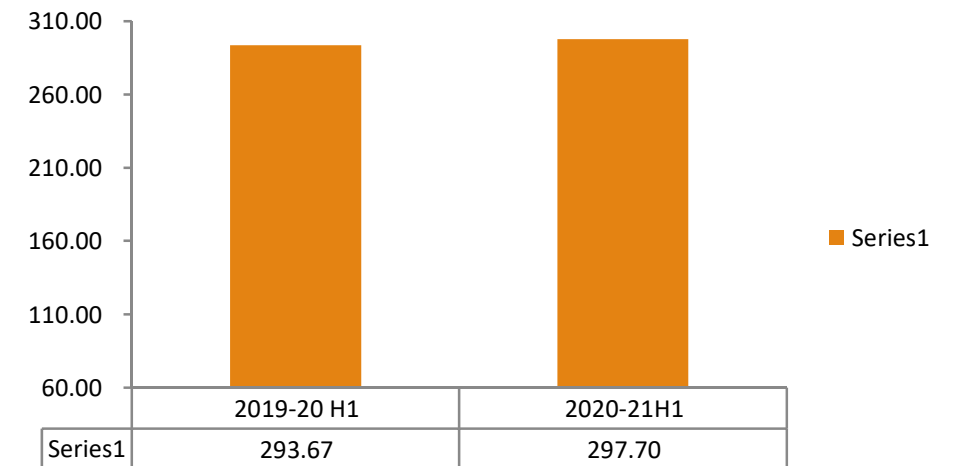


Amt Rs Cr

Income

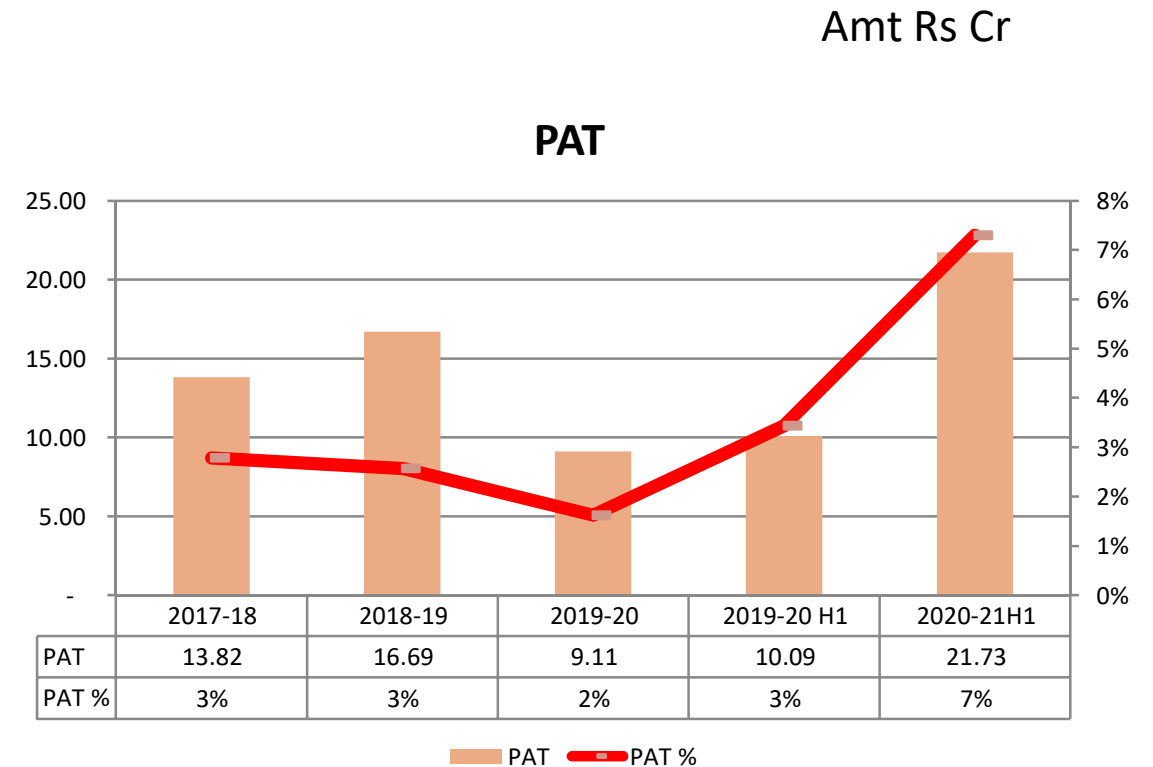
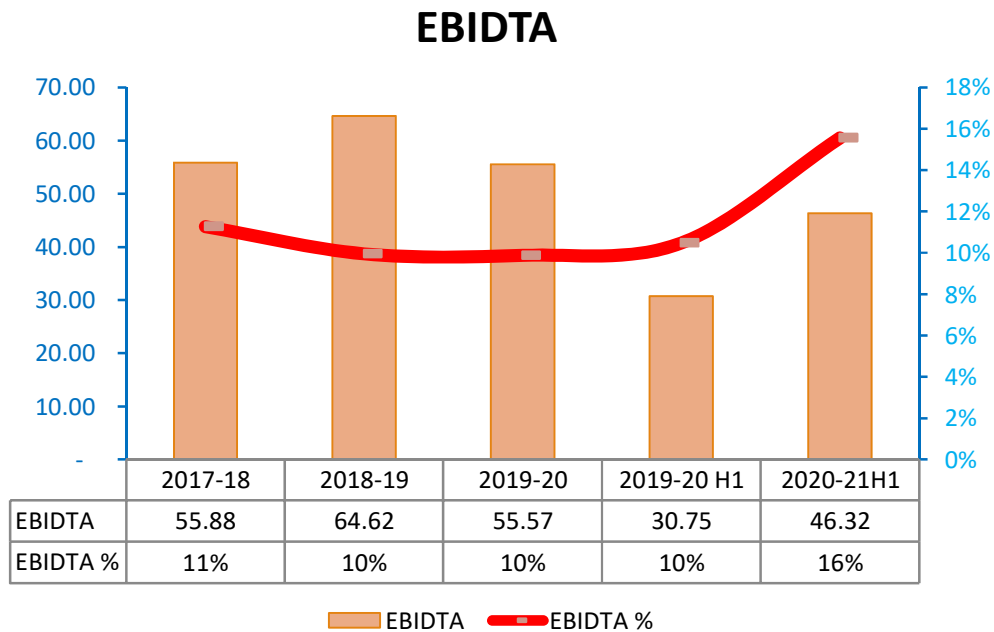


Income (Apr –Sep)



Consistently achieved Top Line of Rs 500 Cr +
CRAMS Topline – Rs 350 Cr (62% of Total)

Financial highlights -Consolidated



Started achieving EBIDTA of 15% and PAT of 7%

Covid 19 response plan



Employee Safety

- WFH as much as possible - policy
- PPEs, thermal scanning and social distancing
- Return-to-work protocols in a phased manner

Business Continuity

- All plants operational and safety stocks in place
- Small team formed for monitoring issues
- Virtual collaborations for the win

Q&A



Corporate Presentation – Nov 2020

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Corporate Presentation

24 Nov 2020